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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

1989 METAL TREATING INDUSTRY
SALES TOP 1988 BY 2.3%

For the year Commercial Heat Treaters reported billings of $578.1 million. This compares to 1988's total of $565.3 million. This marks the third year in a row that the industry has outperformed the prior year.

December 1989's sales of $42.2 million were 7.9% below those of December 1988 when sales reached $45.8 million.

For the year six of the districts outpaced their 1988 sales total.. Eight out of nine MTI districts fell below their December 1988 total.

A summary of percentage change by geographic regions follows:

	District	Dec 89 vs. Dec 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	- 2.5	0.3
2	Middle Atlantic (NY-NJ-E.PA-MD)	-15.5	1.1
3	South Central (W.PA-OH-IN-KY)	- 8.9	5.8
4	Michigan	-19.1	- 0.6
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 7.5	3.1
6	North Central (IL-WI-MN-MO-IA)	- 1.5	4.2
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.7	8.3
8	Southwest (TX-OK-AR-CO-LA-UT)	0.5	- 4.2
9	Canada	-13.5	- 5.4

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1989

BILLINGS FOR MONTH

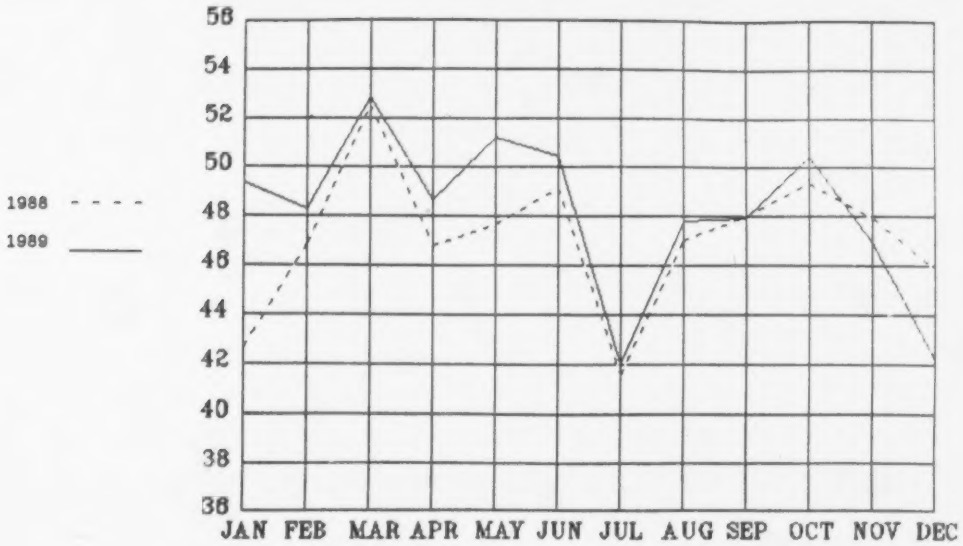
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	218	45846.8	42232.9	- 7.9	100.0	100.0
Dist. 1	16	2851.7	2779.9	- 2.5	6.2	6.6
Dist. 2	26	4599.0	3885.0	-15.5	10.0	9.2
Dist. 3	40	8780.4	7999.5	- 8.9	19.2	18.9
Dist. 4	24	6026.7	4877.6	-19.1	13.1	11.5
Dist. 5	18	2567.0	2374.0	- 7.5	5.6	5.6
Dist. 6	33	8367.0	8244.8	- 1.5	18.2	19.5
Dist. 7	27	5979.2	5938.8	- 0.7	13.0	14.1
Dist. 8	18	2572.6	2584.5	0.5	5.6	6.1
Dist. 9	16	4103.2	3548.7	-13.5	8.9	8.4
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	565281.7	578149.1	2.3	100.0	100.0
Dist. 1	37407.8	37520.0	0.3	6.6	6.5
Dist. 2	55235.5	55866.5	1.1	9.8	9.7
Dist. 3	97126.0	102730.4	5.8	17.2	17.8
Dist. 4	75255.8	74819.7	- 0.6	13.3	12.9
Dist. 5	32259.3	33264.6	3.1	5.7	5.8
Dist. 6	104448.2	108633.9	4.2	18.5	18.8
Dist. 7	72780.5	78839.2	8.3	12.9	13.6
Dist. 8	35177.8	33711.5	- 4.2	6.2	5.8
Dist. 9	55591.2	52563.5	- 5.4	9.8	9.1

MILLIONS

NATIONAL BILLINGS



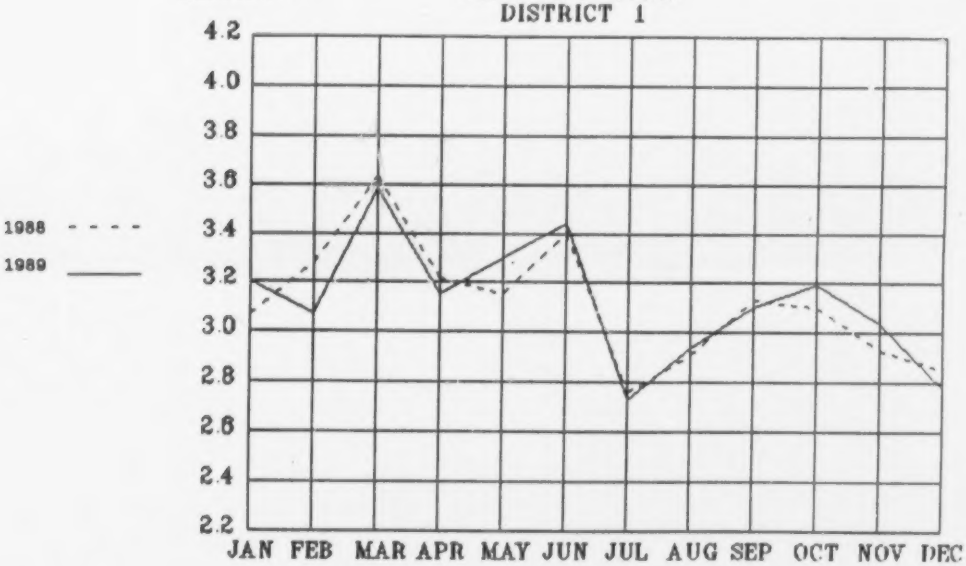
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.7	3.2	0.5	3.9	7.6	2.6	1.1	1.7	-0.1	2.2	-2.0	-7.9
% Change	Cumulative	15.7	9.1	6.0	5.5	5.9	5.3	4.8	4.4	3.9	3.7	3.2	2.3

MILLIONS

MASS.-R.I.-CONN. DISTRICT 1



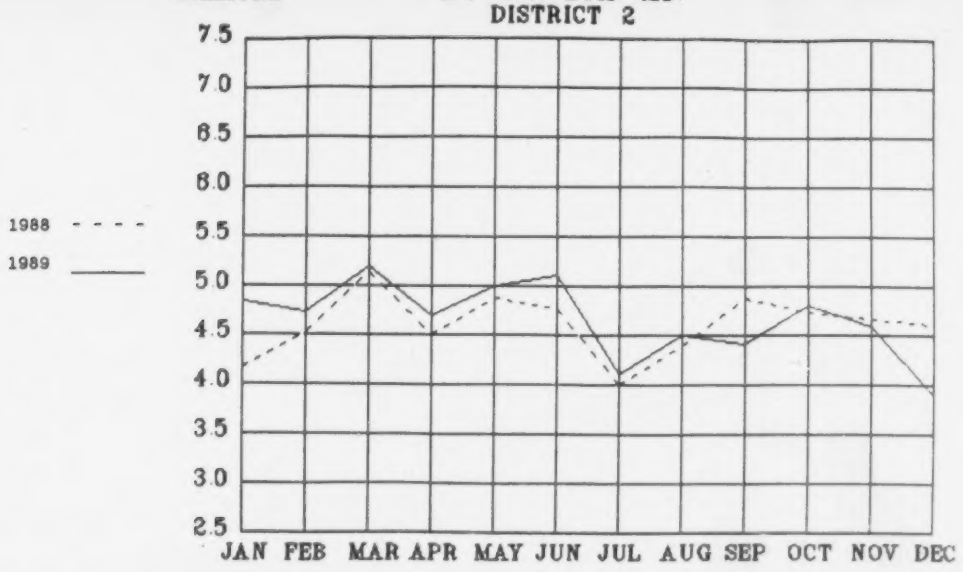
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.8	1.3	-1.0	1.1	-0.9	2.9	3.7	-2.5
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2	0.1	-0.1	0.1	0.0	0.2	0.5	0.3

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



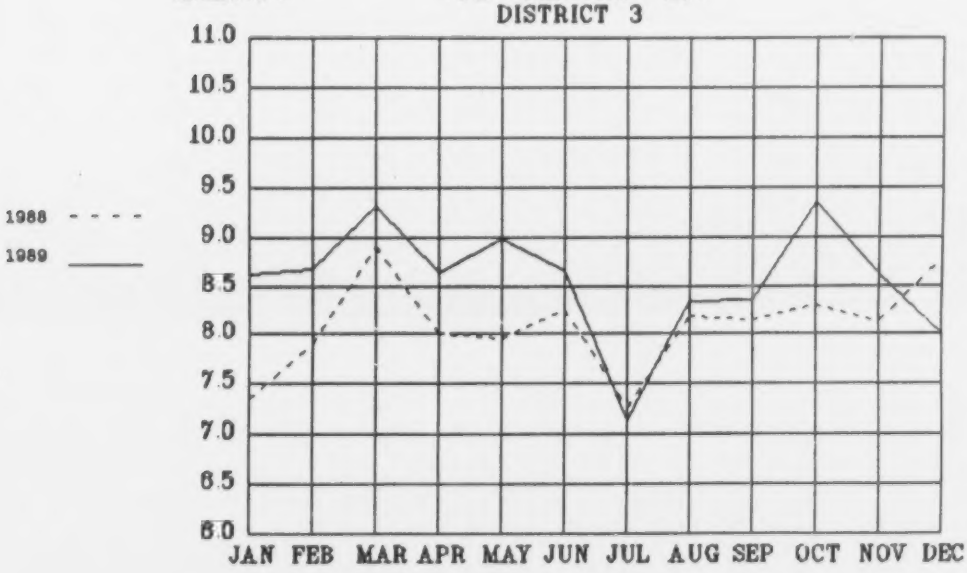
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1	2.5	6.9	2.5	2.4	-9.4	1.6	-1.6	-15.5
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4	5.7	5.3	4.9	3.3	3.1	2.7	1.1

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



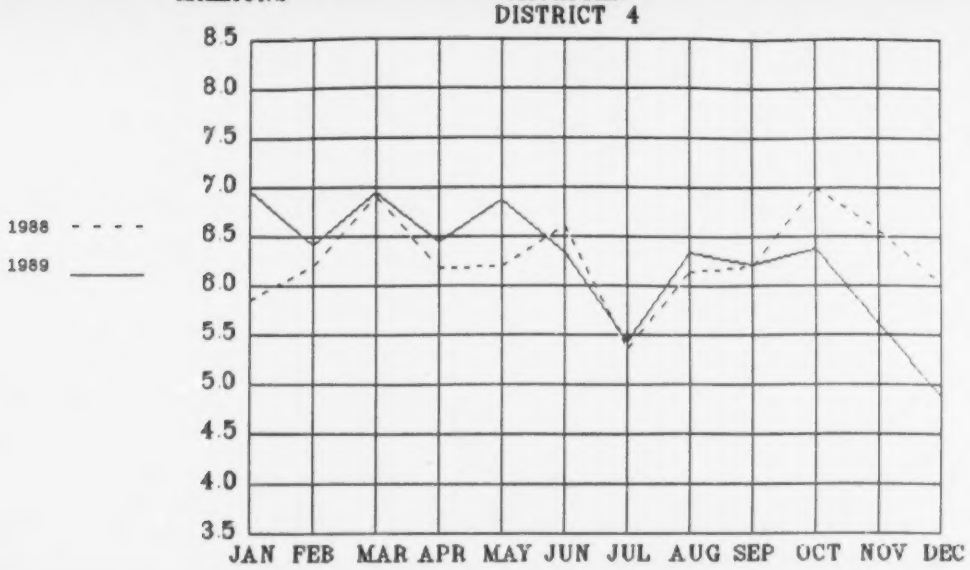
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	10.0	4.7	8.1	13.1	5.0	-1.9	2.0	2.5	12.9	6.1	-8.9
% Change	Cumulative	17.5	13.6	10.3	9.8	10.4	9.5	8.0	7.2	6.7	7.3	7.2	5.8

MILLIONS

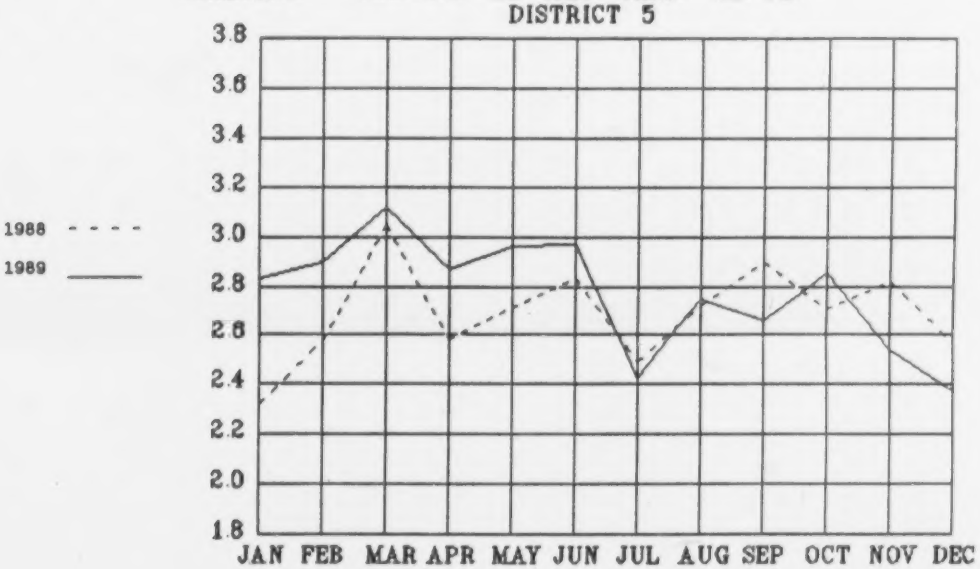
MICHIGAN
DISTRICT 4



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9	-4.3	1.2	3.0	0.4	-8.8	-14.6	-19.1
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3	5.3	4.8	4.6	4.1	2.7	1.0	-0.6

MILLIONS

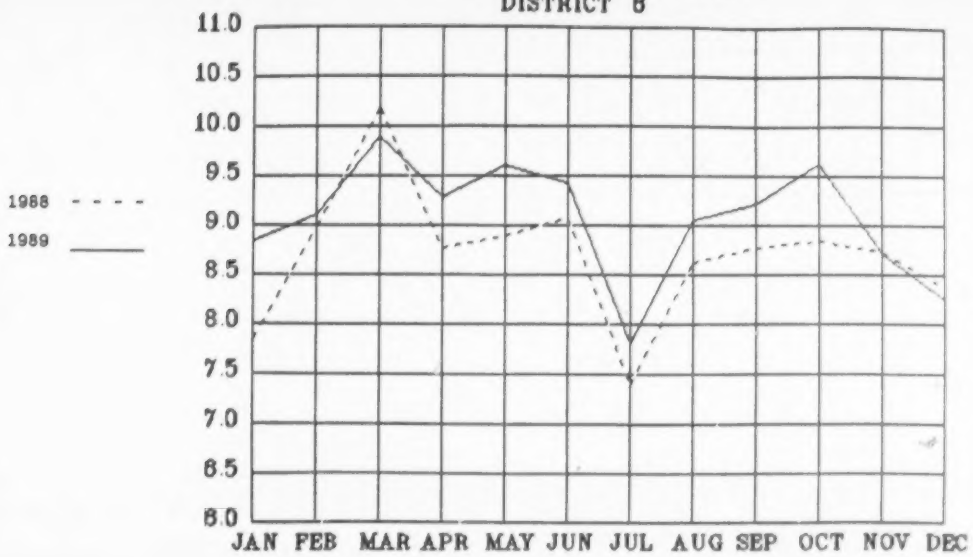
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.6	12.8	2.3	11.4	9.2	4.9	-2.5	1.2	-8.4	5.8	-10.2	-7.5
% Change	Cumulative	22.6	17.4	11.6	11.6	11.1	10.0	8.3	7.4	5.5	5.5	4.0	3.1

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 6



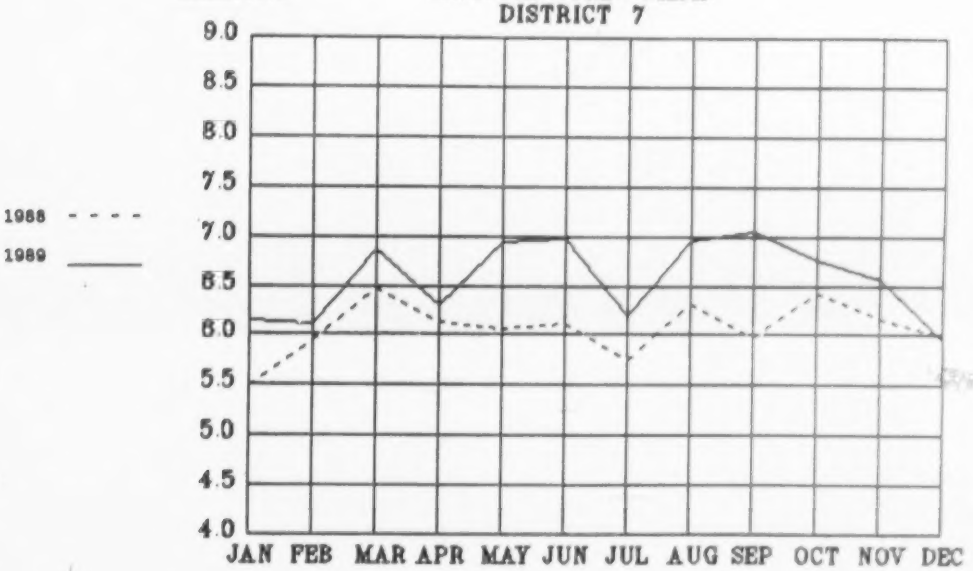
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.8	1.4	-2.8	6.1	8.0	3.9	5.5	5.1	5.1	9.0	-0.2	-1.5
% Change	Cumulative	12.8	6.7	3.1	3.9	4.7	4.6	4.7	4.7	4.8	5.2	4.7	4.2

MILLIONS

ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



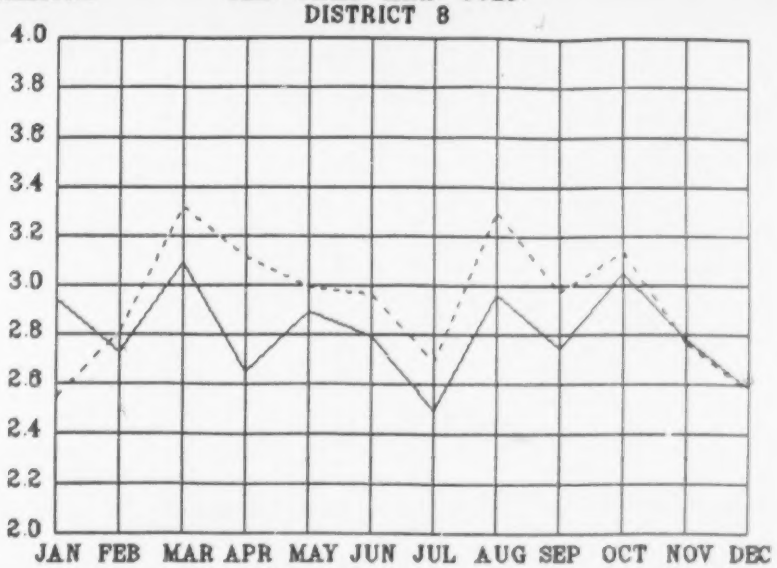
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	3.1	6.1	2.8	14.9	14.3	8.0	9.9	18.2	5.2	6.7	-0.7
% Change	Cumulative	11.9	7.3	6.9	5.8	7.7	8.8	8.7	8.8	9.9	9.4	9.1	8.3

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



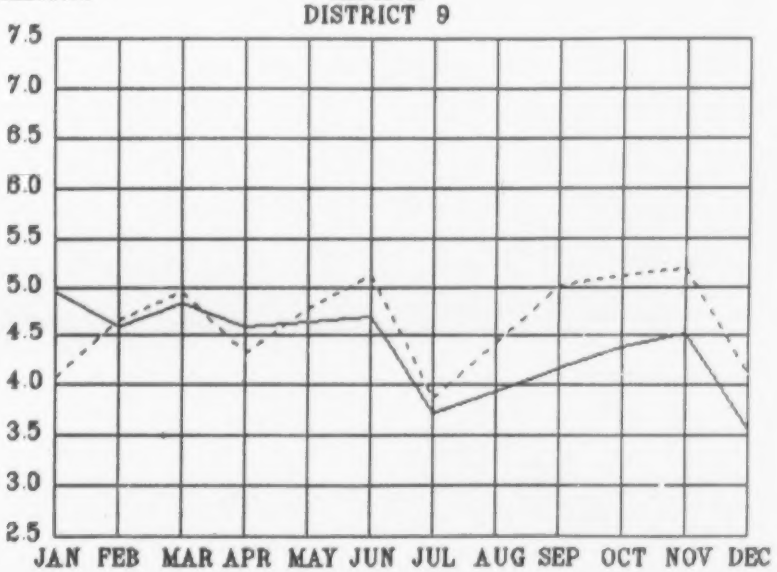
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4	-5.7	-7.2	-10.1	-7.7	-2.8	0.8	0.5
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3	-3.7	-4.1	-5.0	-5.3	-5.0	-4.5	-4.2

MILLIONS

CANADA
DISTRICT 9



1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.3	-1.5	-2.7	6.3	-3.1	-8.1	-3.7	-10.7	-17.2	-14.4	-12.8	-13.5
% Change	Cumulative	22.3	9.6	5.1	5.4	3.8	1.5	0.8	-0.8	- 2.8	- 3.9	- 4.8	- 5.4